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Agendas/minutes of the
Hamilton - Wentworth
Region Airport Management
Board



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**HAMILTON-WENTWORTH REGION
AIRPORT MANGEMENT BOARD**

A G E N D A

DATE: Thursday, December 12, 1991
TIME: 9:30 a.m. o'clock
PLACE: Hamilton Airport Terminal Building

1. BOARD ORGANIZATION

- 1.1 Election of Chairman
- 1.2 Election of Vice Chairman
- 1.3 Appointment of Board Secretary
- 1.4 Meeting Schedule (Time, Location, Frequency)
- 1.5 Appointment of Citizen Terms

That the one, two and three year citizen terms be appointed.

- 1.6 Adoption of Terms of Reference

That the Terms of Reference for the Hamilton-Wentworth Region Airport Management Board be adopted.

- 1.7 Declaration of Office/Code of Conduct

2. NEW BUSINESS

- 2.1 Airport Marketing Plan

That the Airport Marketing Plan be received and tabled to the next meeting for discussion.

2.2 Termination of Lease - QTA Services Limited (AIR 91-002)

That Item 7 of Report 12-90 of the Special Airport Committee, adopted by Regional Council on December 4, 1990, approving a two-year lease agreement for 98 square metres of land to accommodate a trailer and sea container on airside at Hamilton Airport to QTA Services, be rescinded and the lease terminated effective October 31, 1991.

2.3 Cancellation of Lease - CanAir Cargo

That Item 4 of Report 9-91 of the Special Airport Committee, adopted by Regional Council on October 1, 1991, approving a two-year lease agreement for 4 metres by 12 metres, located east of the Air Terminal Building at Hamilton Airport for an office trailer to CanAir Cargo, be rescinded and the lease terminated effective November 1, 1991.

2.4 Cleaning Contract - Hamilton Airport Terminal Building and Weather Office (AIR 91-003)

- a) That the Acting Airport Manager be authorized and directed to issue a requisition to Janitorial Development (Hamilton) Company Limited to provide cleaning services to the Air Terminal Building and weather office at Hamilton Airport, for the period of January 1, 1992 to December 31, 1994, in accordance with the tender issued by the City of Hamilton Purchasing Department and as per their submission, at a cost of approximately \$85,980 (PST included and GST extra) per annum, to be paid in monthly instalments;
- b) That this amount be charged to Airport Budget Account 1-56928-343103 - Air Terminal Building - Cleaning.

Note: Lowest of five (5) acceptable bids received.

2.5 Request from The Honourable Shirley Martin to appear before the Board

Chairman Whynott will speak to this item.

2.6 Request from P. Ainsworth, General Manager of Air Terminal Services, to appear before the Board respecting extension of Runway 12L/30R

For the consideration of the Board.

2.7 For the Information of the Committee:

- a) Minutes of the Special Airport Committee meeting held on Monday, October 28, 1991
- b) Hamilton Airport Aerodrome Security Program Manual (AIR 91-005)
- c) Airport Accounts Receivable over 90 Days as at November 19, 1991
- d) Transport Canada Information Release dated November 15, 1991 respecting Approval of New Hamilton-Detroit Air Service

3. ORIENTATION

3.1 Staff Presentations:

- a) Budget/Financial Overview
- b) Airport Development Overview

3.2 Tour of the Airport

SCHEDULE "A"

COMPOSITION OF Hamilton Region Airport Management Board

Regional Councillors
Regional Chairman

Hamilton

- 1.
- 2.
- 3.

Glanbrook

- 1.

Ancaster

- 1.

Citizen Members

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

The Management Board shall not appoint the same person to the position of Board Chairperson for more than three successive terms of one year each.

The six citizen members of the Management Board shall during the first year of the board be appointed as follows:

- 2 members - 1 year appointment
- 2 members - 2 year appointment
- 2 members - 3 year appointment.

After the first year all citizen appointments shall be for three year terms.

No citizens shall be eligible to serve on the Board for more than two terms (6 years).

A citizen appointee must reside, own property or have a place of employment within the Regional Municipality of Hamilton-Wentworth.

SCHEDULE "B"
REQUIREMENTS OF REGIONAL COUNCIL

The Hamilton Region Airport Management Board shall:

1. Operate Hamilton Airport under Lease T-1168 with Transport Canada for the term stipulated therein.
2. Renegotiate the Operations and Maintenance Agreement #T-1744 with Transport Canada.
3. Review the Terms of Reference attached to this By-law as Schedule "C" at the first meeting of the Board and recommend any proposed changes thereto to Regional Council.
4. Submit annually to Regional Council for approval, an operating and capital budget.
5. Hold all Hamilton Region Airport Management Board meetings at the Hamilton Airport terminal or such other appropriate location in the Region agreeable to the Board.
6. Comply with all rules and procedures of Regional Council and its committees, and with all Regional corporate and fiscal policies and signing authorities.
7. Utilize the services of the Regional Departments where available on a cost-recovery basis where appropriate.
8. Recommend to Regional Council for approval, all appointments to the position of Airport Manager.
9. Hire all Airport staff who shall be Regional employees reporting to the Hamilton Region Airport Management Board through the Airport Manager, save and except those employees under the jurisdiction of Transport Canada.
10. Meet regularly as a Board and not less than once monthly.
11. Approve all Airport standard leases and agreements not exceeding one year, concessions, regulations and fees.
12. Recommend all Airport non-standard leases and leases in excess of one year to Regional Council for approval.

SCHEDULE "C"

TERMS OF REFERENCE OF

Hamilton Region Airport Management Board

1. To manage the Hamilton Airport in an efficient and effective manner and in a business-like fashion.
2. To solicit, co-ordinate and facilitate development proposals for property within and surrounding the Hamilton Airport in conjunction with the Region's Economic and Development Department, and the Region's Planning and Engineering Departments.
3. To develop a short and long term strategy to guide the development of the Hamilton Airport. The strategy should include a Business Plan, a Marketing Plan, a Land Use Plan and a Capital Financing Plan.
4. To negotiate with Transport Canada, the transfer of the Hamilton Airport to the Regional Municipality of Hamilton-Wentworth. The negotiations should include an agreement to replace the present annual operating and maintenance agreement during the interim period of transfer. Full control of the Hamilton Airport is to be accomplished by an agreement with Transport Canada or through the transfer of Hamilton Airport assets to the Regional Municipality for one dollar.
5. To establish an administrative structure that will accomplish the objectives set out in the Terms of Reference to be recommended to Regional Council for approval.

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CHAPTER IV

THEORY OF THE EARTH

THEORY OF THE EARTH

The theory of the earth is a branch of geology which deals with the origin and development of the earth and its various parts. It is a science which seeks to explain the processes which have shaped the earth and its various parts. The theory of the earth is a branch of geology which deals with the origin and development of the earth and its various parts. It is a science which seeks to explain the processes which have shaped the earth and its various parts.

SCHEDULE "D"

CODE OF CONDUCT FOR BOARD MEMBERS

1. Throughout this Code, any reference to the Region means the Regional Municipality of Hamilton-Wentworth and includes its Boards and Agencies. "Board" means the Hamilton Region Airport Management Board. "Chairperson" means the Chairperson of the Board.
2. Board members shall avoid and refrain from involvement in or situations of conflict of interest.
3. The Region depends on the integrity of each Board member to complete his or her assessment of their individual conflict of interest, if any, and assurance in writing may be required from time to time that no conflicts of interest or other breaches of this Code exist.
4. Where in the opinion of the Chairperson of the Board, a conflict may exist in principle but would not as a practical matter have any significant impact on the Board or Region, he may in writing permit such condition to continue.
5. Board members are not to offer, provide nor accept gifts of excessive entertainment or benefits to or from clients or potential clients of the Board or Region. In some cases, exceptions are recognized, for example modest gifts, favours and entertainment which meet the following tests:
 - a) they are not intended to be and are neither in such form nor of sufficient value to be taken as a bribe or other improper payment. The value of entertainment should be no greater than what is appropriate in the circumstances;
 - b) a gift should not exceed \$50.00 in value and any gift received in excess of such amount must be disclosed by a Board Member to the Chairperson of the Board, who will rule as to its disposition;
 - c) such matters are of general and accepted business practice; and
 - d) they are lawful and in accordance with local ethical practice and standards of Public Boards and Agencies.
6. Any Board members engaging in any other business activity directly or indirectly affecting activities of the Region or which is in competition with the Region or which in any other manner may be constructed as in conflict with the Region's interest, shall make full disclosure of such activity to the Chairperson, who shall rule on the conflict and may require discontinuation of the activity or consent to it in writing.

7. "Business activity" in this Code shall refer to ownership, participation in decision-making as a member of a Board, engagement as an advisor or consultant, or as an active member of an staff in any position.
8. It shall be deemed a conflict of interest if without prior written consent of the Chairperson:
 - a) a Board member or a member of his or her household, or a trust in which he or she is involved, has significant, direct or indirect financial interest in, or obligation to, an actual or likely client of the Region;
 - b) a Board member conducts business on behalf of the Region with a client of which a relative by blood or marriage is a principal officer or representative;
 - c) a Board member or member of his or her household or a trust in which he or she is involved, accepts gifts of more than token or nominal value from an actual or potential client of the Region; and
 - d) a Board member misuses information obtained in the course of his or her duties as a member of the Board or the Regional Council.
9. A Board member shall not engage in activities or accept appointments or election to office in any organization or association the activities of which are, or likely to be, in conflict with activities of the Region or an embarrassment to the Region, without the prior written consent of the Chairperson.
10. A Board member shall not use information obtained as a result of his or her duties as a Councillor with the Region or member of the Board for personal profit or as the basis for information to others unless such information has been made generally available to the public.
11. Board members shall obtain the approval of the Chairperson before accepting other directorships in companies that might benefit from the policies of or be in conflict with the Region.
12. A Board member shall not use inside information for personal gain. Material inside information must not be disclosed to anyone, except to persons within the Board or Region whose positions require them to know it, until it has been publicly released. A Board member must not purchase or sell assets the value of which might be affected by the Board's or Region's actions or plans, when he has knowledge of material inside information which has not been disclosed to the public.
13. A Board member should at all times maintain the confidentiality of all information and records that are the property of the Board or Region and shall not make use of or reveal such information until such time as it becomes a matter of general public knowledge.

14. Plans for any media appearance, interview or presentation involving the Board shall be discussed with the Chairperson prior to the event.
15. No official announcement of a corporation or policy nature involving the Board shall be made except with the prior approval of the Chairperson.
16. If there is any conflict between this Code and the "Rules Concerning Conflict of Interest" (the "Rules") for the Region, the Rules shall prevail.

REGION OF HAMILTON-WENTWORTH

- RECOMMENDATION -

DATE: September 17, 1991


REPORT TO: Chairman and Members
Special Airport Committee

FROM: Nick Catalano
Business Development Officer

SUBJECT: Airport Marketing Plan - ECO-91-087

RECOMMENDATION:

- a) That the Airport marketing plan be approved.
- b) That the Airport marketing plan be referred to the Economic Development and Planning Committee for their consideration and approval.



Joe Fardell
Manager
Tourism & Convention Services



Nick Catalano
Business Development Officer

FINANCIAL/STAFFING/LEGAL IMPLICATIONS:

None.

BACKGROUND:

Pursuant to Item 7 of Report 8-91 of the Special Airport Committee approved by Regional Council August 20, 1991, staff of the Economic Development Department were authorized to prepare a marketing plan for Hamilton International Airport.

The attached has been prepared by staff of the economic development department and the airport. The marketing plan provides a strategy and budget requirements dedicated to improving and increasing passenger and cargo movements through the airport.

NC/zg
Enclosure

OFFICE OF THE REGIONAL CLERK

MEMORANDUM

TO: Mr. J. D. Thoms
Acting Commissioner of Economic Development
Economic Development Department

FROM: Mrs. Mary Gallagher
Legislative Assistant
Office of the Regional Clerk

PHONE: (416) 546-4115

SUBJECT: Economic Development and Planning Committee
Report 16-91, Item 5

DATE: 1991 October 16

Subjoined, please find Item 5 of Report 16-91 of the Economic Development and Planning Committee which was approved by Regional Council at its meeting held on Tuesday, October 15, 1991.

Would you please take the necessary steps to execute the directions of Regional Council with respect to this item.

mg
:mg

cc: C. Biggs, Legislative Assistant
Special Airport Committee

5. Hamilton Airport Marketing Plan (ECO 91-087)

- a) That the Airport Marketing Plan be supported;
- b) That the Airport Marketing Plan be referred to the Hamilton-Wentworth Region Airport Management Board for their consideration;
- c) That the Airport Marketing Plan be presented to Transport Canada.

Item 4.2

OFFICE OF THE REGIONAL CLERK

MEMORANDUM

TO: Mr. J. D. Thoms
Commissioner of Planning and Development
A/Airport Manager

FROM: Carolyn A. Biggs
Legislative Assistant
Regional Clerk's Office

PHONE: (416) 546-2604

SUBJECT: Special Airport Committee
Report 9-91, Item 6

DATE: 1991 October 3

Subjoined please find Item 6 of Report 9-91 of the Special Airport Committee which was approved by Regional Council at its meeting held on Tuesday, October 1, 1991.

Would you please take the necessary steps to execute the directions of Council with respect to this item.

:cab.

c.c. Regional Chairman R. J. Whynott
N. Catalano, Economic Development Department
M. Gallagher, Legislative Assistant

6. Airport Marketing Plan (ECO 91-087)

- a) That the Airport Marketing Plan (attached to Report ECO 91-087) be supported;
- b) That the Airport Marketing Plan be referred to the Economic Development and Planning Committee for their consideration;
- c) That the Airport Marketing Plan be referred to the Hamilton-Wentworth Region Airport Management Board for their consideration and approval;
- d) That the Airport Marketing Plan be presented to Transport Canada.

Item 3.1

HAMILTON INTERNATIONAL AIRPORT MARKETING PLAN

Prepared By:

Nick Catalano
Economic Development Department
1 James St. S.
3rd Floor
Hamilton, Ontario
L8P 4R5

September 16, 1991

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EXECUTIVE SUMMARY

The marketing plan will focus on the augmentation and development of:

- 1) people movement
- 2) cargo movement
- 3) government relations

Addressing the concerns of each will form the basis of a 3-5 year marketing strategy. The strategic objections of the marketing plan are:

- 1) Enhance the economic development potential of the airport for the betterment of the Region and surrounding communities.
- 2) To meet the aviation needs of the public through improved service and facilities.

These objectives can be realized based on efforts to penetrate and expand the following markets:

PEOPLE

1. Charter Service
2. Commuter/Scheduled Service
3. Scheduled Service

CARGO

1. Dedicated Freight Service
2. Courier Service
3. COMBI Service

The availability of PRIVATE or PUBLIC lands is vital to the success of developing people and cargo movements i.e. warehousing, hangars, ground handling, terminal etc.

INTRODUCTION

Located in one of the most populous and dynamic regions of the country, Hamilton International Airport has not been able to realize its potential. It has chronically underperformed in relation to other regional airports.

Access to Pearson International by way of air and ground accessibility is Hamilton Airport's greatest asset and liability. Hamilton International Airport is too close to act as a feeder operation to Pearson, but definitely close enough to providing an alternative location to relieve Pearson's congestion in the areas of:

1. Charter aircraft
2. Commuter aircraft
3. Cargo aircraft

Hamilton International Airport lacks the physical amenities and infrastructure development to attract/entice regularly scheduled and long-haul service from Pearson. Additionally, Transport Canada's focus appears to be directed at increasing and improving the facilities at Pearson rather than looking at alternative airports.

MARKET DEVELOPMENT

Airports facilitate transactions between air carriers and users. The physical constraints and lack of certain amenities at Hamilton International Airport, direct initial marketing efforts towards an existing serviceable market.

PEOPLE MOVEMENT

The airport has a 40,000 sq. ft. clean and attractive terminal building able to process 350 people per hour. Recent renovations have improved counter space, baggage handling capabilities and customs clearance. Physical amenities are present to handle more passengers but the facility continues to be under-utilized.

CHARTER SERVICE

This service is predominantly provided by regularly scheduled carriers with limited entrepreneur initiated service to selected SUN destinations.

The 8,000 foot runway precludes the major European market, which requires one fueling stop. London, England and other holiday centres are reachable with the existing runway. i.e.

1. Florida
2. Caribbean
3. Mexico
4. West Coast, etc.

The primary tourist market includes Oakville to Kitchener-Waterloo, Guelph, Galt, Cambridge and the Niagara Peninsula. The potential population between the ages of 20-64 (prime travelling years) is 1.2 million people or approximately 30% of the originating passengers at Pearson.

Charters requiring the network and feeder capabilities of Pearson will be difficult to relocate. Efforts should be aimed at attracting segments of this market which do not need Pearson's infrastructure and can be convinced of improved customer service by using Hamilton International Airport.

1. Professional sport teams
2. Musical/Concert Performers
3. Conventioneers
4. Sun Destination Charters
5. West Coast Charters

MARKET DEVELOPMENT

COMMUTER FLIGHT SERVICE

The Canadian and U.S. aviation industries have evolved into a HUB-SPOKE system. Proximity to Pearson precludes feeder capability, but Hamilton does provide a unique opportunity to establish itself as a secondary or satellite SPOKE and HUB system: i.e. carriers unable to get into or not requiring the connector networks at Pearson.

American carriers wishing to draw feeder traffic from the Golden Horseshoe are prime candidates:

1. U.S. Air - Pittsburgh, Pennsylvania
2. American Airlines - Raleigh/Durham, South Carolina
3. Northwest Airlines - Detroit, Michigan
4. United Airlines - Washington/Dulles, Maryland
5. Delta - Atlanta, Georgia

Hamilton can provide peak time slots required to co-ordinate with connecting flights at U.S. Hubs. Thereby serving the needs of the user and the carrier. With adequate ground transportation to Pearson International Airport, the commuter airlines can access their flight schedules without having to seek gates/slots and sacrificing customer service.

SCHEDULED SERVICE

This market offers limited opportunity for the airport. However, carriers which have difficulty obtaining slots/gates at Pearson can be targeted and assisted in their licensing applications.

The major U.S. carriers do have these amenities at Pearson. Therefore, foreign carriers who wish to serve this market and are undeterred by extra landing and fueling due to the runway length will be targeted. Infrastructure improvements will enhance the viability and marketability of Hamilton International Airport.

MARKET DEVELOPMENT

CARGO SERVICE

This market represents the most significant growth potential for aviation and land development opportunities. Over 50% of all cargo business in Canada is generated within reach of Hamilton International Airport. Consultants estimate growth in this sector at 200% to 300% over the next 5-10 years.

Cargo operators face many difficulties at Pearson. Terminal fees were increased 400% in 1989 and operators must vigorously compete to obtain 5 of the 76 movements per hour allowed at Pearson. Additionally, the airport effectively shuts down from midnight to 6:00 a.m. the prime movement time for cargo carriers due to curfew restrictions.

Dedicated cargo carriers i.e. U.P.S. and Federal Express are Hamilton International Airports' two biggest customers. Carriers such as D.H.L., Burlington Air Express and A.C.S. would complement the existing cargo business and significantly increase landing fees.

Facilities are sufficient to handle the present volume but must be improved in the areas of:

1. Warehousing/hangar space
2. Cargo handling equipment

for Hamilton to evolve as a major domestic cargo centre.

To enter the international cargo market significant improvements to all of the above plus;

1. runway extension
2. taxiways
3. apron
4. air cargo terminal

would have to be built.

COURIER SERVICE

This market is distinctively different from dedicated cargo operators. They offer time motivated, small package delivery. Operators rely on a system of freight forwarders and custom brokers.

The ability to attract these carriers will be dependent on the relocation of these support groups and the awareness of local forwarders and brokers to use Hamilton International Airport.

MARKET DEVELOPMENT

COMBI SERVICE

Over 80% of all cargo is moved in the haul of COMBI aircraft.

i.e. regularly scheduled passenger service where the bulk of the haul is used to move cargo.

This is enviable market but not opportunistic. The feeder network of passenger flights at Pearson and considering Hamilton is not connected to its hub network, will make this cargo subsegment difficult to relocate.

LAND DEVELOPMENT

The Region has recently acquired 57 acres for an aviation related Industrial Business Park. This acquisition complements a number of private individuals who collectively own 300+ acres available for development. Lands lacking access to the runway can be used to accommodate airport related service industries, with accessibility acreage dedicated to carriers and maintenance facilities.

These lands provide airport management with a strategic development and marketing tool. Efforts to attract:

1. Charter, Commuter, Scheduled Service
2. Cargo, Courier Service

will be greatly assisted by the availability of industrial/commercial lands for the development of support services i.e.

1. cargo distribution centre
2. maintenance facilities
3. commercial development (hotels)
4. freight forwarders
5. ground handling equipment.

essential for the development and growth of people and cargo movement.

MARKET DEVELOPMENT

GOVERNMENT RELATIONS

The best laid plans in the world will not succeed if all interested parties are not of the same mind. Of paramount importance to the success of Hamilton International Airport is to discuss, with Transport Canada officials, where they see the future direction.

The provision of necessary equipment, maintenance, customs, landing systems and future runway expansion must be addressed. Their known support for Air Canada and Canadien Airlines International should not be detrimental but rather complementary to our efforts. Staff and elected officials have a large task before them. But if any of these initiatives are to succeed, the support of Transport Canada is critical.

Complementing efforts with Transport Canada will be meetings with the Provincial Minister of Transport to establish a time frame and master plan for arterial road accessibility and signage. The Hamilton-Wentworth Region should consider upgrading Fiddler's Green Road to provide better accessability. The image of a country location as opposed to a major airport, must be dispelled.

IMPLEMENTATION

This marketing strategy is dynamic and will be modified as dictated by economic factors, entrepreneurial development, government initiative and the Canada - U.S.A. Bilateral Transportation Agreement.

PHASE I (3-6 months)

The plan will utilize current materials available from Economic Development Department supplemented by further research in the preparation of:

1. Data Research (identified market segments)
2. Product Profile
3. Promotional Material

These materials provide basic marketing tools to address the needs of specifically targeted market segments.

PHASE II (On Going)

Identified market segments will be further analyzed. The product "Hamilton International Airport" will be prominently featured through:

1. Advertising
(Trade Publication, Cargo Magazines, Tour/Wholesale Operators, Airlines, Travel Agents and Brokers)
2. Attendance at selected trade show (consumer and cargo)
(Primarily the North American market)
3. Community product awareness (Newspaper, flyers, posters, brochures)

IMPLEMENTATION

PHASE III

Direct sales/visitations

Direct sales and visitations are undertaken to establish personal contact with the decision makers that can lead to the facilitation of a project and/or development. Direct sales serve to identify a specific market opportunity and/or business sector and relies upon all the other elements of the marketing plan as supporting material. Appendices A, B, C and D identify companies in each aviation related sector targeted for expansion or initiating operations at Hamilton International Airport.

All the identified companies will be contacted/approached with statistical and promotional data relevant to their operations. Response may warrant a personal visitation with expanded information, based on the identified need.

Research indicates the following companies would be the most plausible sources of new and/or expanded business:

1. American Airlines (Eagle Commuter)
2. United Airlines
3. Delta Airlines
4. U.P.S.
5. Federal Express
6. Purolator
7. D.H.L. Express
8. Burlington Northern Express
9. T.N.T. Express

Concurrent with these initiatives will be the long term objectives of the airport. Long range plans to alleviate current constraints and product improvements to meet new demands will be continuously addressed:

1. Government Relations
2. Runway Extension
3. Terminal Facilities (people/cargo)
4. Land Development
5. Apron/Taxiways

These items recognize the needs of the current and future tenants. Additionally it lays the foundation for our ability to re-act to changing markets and the identification of new ones.

IMPLEMENTATION

STAFFING

The airport must be run autonomously. The nature of the aviation industry warrants the full time attention of airport management.

Staff should be identified and charged with the following duties:

1. day to day administration
2. marketing and development co-ordination
3. maintenance and security requirements
4. clerical staff

In the interim, on-going marketing and development initiatives will require:

1. Manager Airport Development
2. Research Officer

The daily operations will continue to be handled by current airport staff.

BUDGET

Salaries (2 people)	
(Dedicated to airport development/utilizing current clerical support)	\$100,000
Advertising (Magazines/Newspapers/Flyers, etc.)	\$ 60,000
Brochure Development and Printing	\$ 30,000
Visitations, Trade Shows	\$ 30,000
Government Relation	<u>\$ 10,000</u>
Total	\$230,000

CONCLUSION

Increased aviation related activity at the airport will enhance the economic development of this Region. Comprehensive airport services will and are a direct benefit to the consumer and the business community.

The Hamilton-Wentworth Region must develop a management structure geared to:

1. identifying and attracting customers/users and carriers
2. develop facilities and infrastructure
3. position itself for selected markets
4. position itself as an alternative to Pearson

Ultimately success will best be measured by utilization. The carriers and the public have needs. The former to increase load levels the latter to effect movement in the most convenient manner, with costs being the underlying factor for each.

The ability to recognize, address and satisfy the needs of each will determine the future viability of Hamilton International Airport.

APPENDIX A

TOUR OPERATORS

Adventure Tours	Toronto
Alba Tours	Toronto
Air Canada/Tour Am	Toronto
Coursel Tours	Downsview
Conquest Tours	Downsview
Fiesta Tour	Willowdale
Sunquest Vacations	Toronto
P. Lawson Travel	Toronto
Canadien Holidays	Toronto

APPENDIX B

CARGO/FREIGHT CARRIERS

Canadian Freight Forwarders Association

U.S. Freight Forwarders Association

Canadian Postal Service

Federal Express

Purolator Canada

U.P.S.

Emery Worldwide

First Air

A.C.S.

APPENDIX C

CHARTER/REGULARLY SCHEDULED AIRLINES

U.S. Air	Pittsburgh
American Airlines	Dallas/Fort Worth
United Airlines	Chicago
Delta Airlines	Atlanta Georgia
Northwest Airlines	Detroit

APPENDIX D

COMMUTER/FEEDER AIRLINES

U.S. Air Express	Pittsburgh
United Airlines Express	Washington Dulles
Ontario Express	Toronto
American Eagle Commuter Service	Dallas/Forth Worth
Delta Airlines:	
Business Express	Hartford
Comair	Orlando
Atlantic South Coast	Atlanta/Dallas
Air Ontario	London

SOURCES OF INFORMATION

Earl B. Smith Travel Consultants

Air Cargo & Courier Study - Aerocon Aviation Specialists Inc.

U.S. Canada Air Transport - Leeper, Cambridge & Campbell

Economic Development Department - Marketing Plans 1991

Airport Industrial Business Park -Hamilton-Wentworth Planning Department

Strategic Planning Division

U.S.A. - Bias Group - Washington, D.C.

K.C. Inc. Aviation Consultants - Washington, D.C.

APA Airport Planning Associates Inc.

Sypher-Meuler International Inc.

Local Corporate Travel Agents

Stanley Cooper Travel Consultant

Airport Business Plan - Economic Development Department

Airport Development Proposals - Economic Development Department

Airport Manager's Office - Hamilton-Wentworth

REGION OF HAMILTON-WENTWORTH
- RECOMMENDATION -

DATE: 1991 November 28
REL 300-17.1


REPORT TO: Chairman and Members
Hamilton-Wentworth Region
Airport Management Board

FROM: Mr. J. D. Thoms
Commissioner of Planning and Development
A/Airport Manager

SUBJECT: Termination of Lease - QTA Services Limited
(AIR 91-002)

RECOMMENDATION:

That Item 7 of Report 12-90 of the Special Airport Committee adopted by Regional Council on December 4, 1990 approving a two-year lease agreement for 98 square metres of land to accommodate a trailer and sea container on airside at Hamilton Airport to QTA Services be rescinded and the lease terminated effective October 31, 1991.



J.D. Thoms, Commissioner
of Planning & Development



L. Franco, Director of Administration

FINANCIAL/STAFFING/LEGAL IMPLICATIONS:

Our Finance Department has indicated that QTA Services Ltd. have paid for this area up to and including the month of November 1991.

BACKGROUND:

Hamilton Airport is in receipt of a letter from QTA Services Ltd. indicating that they wish to cancel their lease for the 98 square metres of land for a trailer site on airside at Hamilton Airport effective October 31, 1991

cc: J. Vesprini, Finance Department
B. Loreto, Legal Services Department

QTA

SERVICES LIMITED

FILE NO. *REL 34.17.1*

LETTER NO. _____

OCT 21 1991

APM		REF. TO
ADMIN.	✓	<i>Legal</i>
MAINT.	✓	
ERS		ANS. BY
SECURITY		FILED BY

October 18, 1991

THE REGIONAL MUNICIPALITY OF HAMILTON-WENTWORTH
P.O. Box 910
Hamilton, Ontario
L8N 3V9

ATTN: RICK PIETRONIRO - SUPERVISOR OF GENERAL REVENUE

Dear Mr. Pietroniro,

We wish to cancel our lease on the airside property at Hamilton Airport, effective October 31, 1991.

This lease is identified as reference 605369 on the attached statement.

We will still retain the lease on the other space.

If you have any questions regarding this matter, please contact me at (416) 672-0880.

Regards,


Jim McCoig.

cc: Hamilton Airport Manager

REGION OF HAMILTON-WENTWORTH
- RECOMMENDATION -

DATE: 1991 November 28
REL 300-03.2

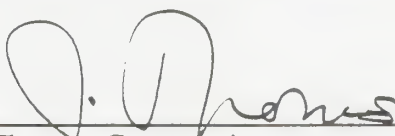
REPORT TO: Chairman and Members
Hamilton-Wentworth Region
Airport Management Board

FROM: J.D. Thoms
Commissioner of Planning and Development
A/Airport Manager


SUBJECT: Cancellation of Lease - CanAir Cargo
Lease Term: November 1, 1991 to October 31, 1993 (AIR 91-004)

RECOMMENDATION:

That Item 4 of Report 9-91 of the Special Airport Committee adopted by Regional Council on October 1, 1991 approving a two-year lease agreement for 4 metres by 12 metres, located east of the Air Terminal Building at Hamilton Airport for an office trailer to CanAir Cargo be rescinded and the lease terminated.



J.D. Thoms, Commissioner
of Planning & Development



L. Franco, Director of Administration

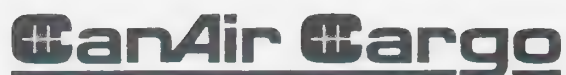
FINANCIAL/STAFFING/LEGAL IMPLICATIONS:

CanAir Cargo never did place an office trailer on airport property and requested to cancel their lease prior to the November 1, 1991 date.

BACKGROUND:

Hamilton Airport is in receipt of a letter from CanAir Cargo indicating that they wish to cancel their lease for the 48 square metres of land for a trailer site on airside east of the Air Terminal Building at Hamilton Airport effective November 1, 1991. This particular trailer has been located onto Glanford Aviation Services Ltd. grounds adjacent to the hangar.

cc: J. Vesprini, Finance Department
B. Loreto, Legal Services Department



November 6, 1991

Mr. Barry McSween
Airport Manager
Hamilton Airport
Mount Hope, Ontario

Dear Barry,

Since Marek Grzesiowski spoke with you, we have decided to station our two ATCO trailers on the Glanford Aviation grounds adjacent to their hangar. We have made arrangements with Mr. Herron as of November 1, 1991, and therefore we will not require any trailer ramp positions from the Regional Municipality of Hamilton-Wentworth.

I am enclosing the invoice submitted to us for the ATCO trailer we moved to the airport on November 1, 1991. It will not be parked on your property.

Many thanks for your help in this matter.

Yours Truly,

Bud Oliver
Director of System Operations

BO*Kr

FILE NO. <u>BEL 300-032</u>	
LETTER NO. _____	
NOV 18 1991	
APM	REF. TO
ADMIN. <input checked="" type="checkbox"/>	
MAINT. <input checked="" type="checkbox"/>	
ERS <input checked="" type="checkbox"/>	ANS. BY
SECURITY <input checked="" type="checkbox"/>	FILED BY

2450 Derry Road East,
Hangar # 2, Suite #20 Upper Floor
Mississauga, Ontario L5S 1B2

Phone: (416) 676-7790
Fax: (416) 676-7803



2.4

REGION OF HAMILTON-WENTWORTH
- RECOMMENDATION -

DATE: 1991 November 28
010-025


REPORT TO: Chairman and Members
Hamilton-Wentworth Region
Airport Management Board

FROM: Mr. J. D. Thoms
Commissioner of Planning and Development
A/Airport Manager

SUBJECT: Cleaning Contract - Hamilton Airport Terminal Building and Weather Office
(AIR 91-003)

RECOMMENDATION:

That the Acting Airport Manager be authorized and directed to issue a Requisition to Janitorial Development (Hamilton) Company Limited to provide cleaning services to the Air Terminal Building and weather office at Hamilton Airport in accordance with the tender issued by the City Purchasing Department and as per their submission, at a cost of approximately \$85,980 (P.S.T. included and G.S.T. extra) per annum to be paid in monthly instalments which are to be charged to the Airport Budget Account No. 1-56928-343103 for the period of January 1, 1992 to December 31, 1994.



J.D. Thoms, Commissioner
of Planning & Development

L. Franco, Director of Administration

FINANCIAL/STAFFING/LEGAL IMPLICATIONS:

The cost of providing cleaning services for the Air Terminal Building and Weather Office is included in the 1992 Hamilton Airport current budget which is subsidized by Transport Canada.

BACKGROUND:

The City of Hamilton Purchasing Department and the Airport Manager's office called tenders for cleaning services for the Air Terminal Building and Weather Office for a period of three years. The Purchasing Department's analysis for the tenders received are attached.

Joint discussions with Mr. T. Braadly, Manager of Purchasing concluded the following:

1. The lowest bidder, Lucresiz Simon E, was rejected in that no Workmen's Compensation Certificate or Bid Bond was submitted with their tender as required by the tender documents.
2. Gerrie-Steele Developments was also rejected in that no Workmen's Compensation Certificate or Bid Bond was submitted with their tender as required by the tender documents.
3. Janitorial Development (Hamilton) Company Limited was the lowest acceptable bid to be recommended.

cc: T. Bradley, Purchasing Department

THE REGIONAL MUNICIPALITY OF HAMILTON-WENTWORTH

FORM OF TENDER

AIR TERMINAL BUILDING - HAMILTON AIRPORT

<u>BIDDER</u>	<u>MONTHLY PRICE</u>	<u>TOTAL PRICE</u>	<u>DEEP CLEAN CARPETS</u>	<u>WASH WALLS EA. 6 MOS.</u>	<u>DEEP CLEAN FABRIC CHAIRS</u>	<u>CLEAN CEILINGS</u>	<u># OF YEARS EXPERIENCE</u>
Gerrie-Steele Devel. - NO WCB BOND							
371 Upper Wentworth							
Air Terminal Bldg.	\$4,200.00	\$151,200	\$ 350.00	\$.30 lin.ft.	\$ 7.00	\$.50	1972
Meteorological Bldg.	\$ 600.00	\$ 21,600					
Alpha Cleaning Svcs.							
376 Talbot St., Ham.							
Air Terminal Bldg.	\$9,790.50	\$234,972	\$ 150.00	\$.08 sq.ft.	\$ 6.00	\$.16	1960's
Meteorological Bldg.	\$ 374.50	\$ 8,988					
Janitorial Development							
350 Kenilworth Ave. N.							
Air Terminal Bldg.	\$6,990.00	\$251,640	\$.18 sq.ft.	\$.08 sq.ft.	\$ 8.90	see att.	22
Meteorological Bldg.	\$ 175.00	\$ 6,300					
Sunshine Bldg. Maint.							
Hamilton & Burlington							
Air Terminal Bldg.	\$7,196.00	\$269,856	\$1,000.00	\$2,385.00	\$ 3.75	\$.20	35
Meteorological Bldg.	\$ 690.00	\$ 21,840					

<u>BIDDER</u>	<u>MONTHLY PRICE</u>	<u>TOTAL PRICE</u>	<u>DEEP CLEAN CARPETS</u>	<u>WASH WALLS EA. 6 MOS.</u>	<u>DEEP CLEAN FABRIC CHAIRS</u>	<u>CLEAN CEILINGS</u>	<u># OF YEARS EXPERIENCE</u>
Super Shine Janitorial 175 John St. N., Ham.							
Air Terminal Bldg.	\$7,823.00	\$281,628	\$ 95.00	\$ 320.00	\$500.00	\$.05	25+
Meteorological Bldg.	\$ 766.50	\$ 27,594					
925539 Ontario Inc. o/a Atlas Bldg. Cleaning 114 Ferrie St. E., Ham.							
Air Terminal Bldg.	\$8,784.00	\$316,224	\$.50/sq. ft.	\$1,000.00	\$ 2.00	\$2.00	18
Meteorological Bldg.	\$1,000.00	\$ 36,000					
Lucrezia Simon E. - NO WCB BOND 65 Bigger Ave.							
Air Terminal Bldg.	\$1,200.00		\$50	\$ 200.00	\$ 75.00	\$150	10
Meteorological Bldg.	\$1,500.00						

UNABLE TO BID - Modern Building Cleaning Inc.



AIR TERMINAL SERVICES

A division of Cameron Johnstone, Ltd.

P.O. Box 238, Mount Hope, Ontario L0R 1W0
Tel/Fax (416) 643-0880

2.6

November 11th.1991

Mr. R. Prowse
Clerk
Regional Municipality of Hamilton-Wentworth
119 King Street West
Hamilton, Ont.
L8N 3V9

Dear Mr. Prowse,

Re:-Appearance at first meeting of Airport Management Board

I would respectfully request to appear as a delegation of one at the first meeting of the Hamilton-Wentworth Airport Management Board.

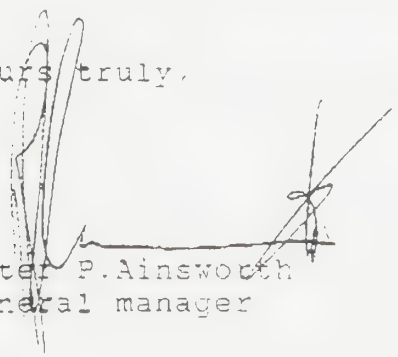
I wish to present a case for the extension of runway 12L/30R without unreasonable delay. My proposal is to add 1,000ft. to each end of the runway thereby providing 10,000ft. for takeoff in each direction and 9,000ft. for landing.

Such an extension is absolutely critical to the future success of the airport and would attract additional business of an intercontinental nature.

Further, it would remove a valid argument of any international airline that so far may have resisted persuasion to serve Hamilton on the grounds that quote..'the runway isnt long enough'.

Your indulgence is solicited and confirmation of the time, place and date of the subject meeting, at your early convenience.

Yours truly,



Peter P. Ainsworth
General manager

MINUTES OF THE SPECIAL AIRPORT COMMITTEE

The Special Airport Committee met at 9:30 a.m. on Monday, October 28, 1991 in Room 233, Hamilton City Hall.

Present: Chairman (Councillor) H. Merling
Vice Chairman (Councillor) F. Lombardo
Councillors H. Bell, G. Etherington, R. Morrow, T. Murray
Regional Chairman R. J. Whynott

Absent with regrets: Councillor R. Wade - Vacation

Also present: Messrs. J. D. Thoms, B. McSween, N. Catalano, R. Roszell,
L. Pinelli; Mme. C. Biggs

1. GENERAL

- a) Declaration of Interest re: Municipal Conflict of Interest Act: None
- b) Minutes of September 23, 1991 meeting of the Special Airport Committee.

(Bell/Etherington)

Be received and adopted as presented.

CARRIED.

2. CONSENT AGENDA

(Bell/Whynott)

2.1 Lease Renewal - Tilden Car Rental Inc. (AIR 91-044(a))

That Items 1(a)(i) and 1(a)(vi) of Special Airport Committee Report 7-91, approved by Council on July 16, 1991, respecting the Lease Renewal - Tilden Car Rental Inc., be amended to change the term of the lease agreement from three years to one year as follows:

- "i) That the owners enter into a one-year lease agreement with the Region, in a form satisfactory to the Commissioner of Legal Services and Transport Canada;
- vi) That the thirty-day termination clause be included in the one-year lease agreement for both parties."

2.2 For the Information of the Committee:

That the following items be received:

- a) New Air Services - Hamilton/Ottawa (AIR 91-060)
- b) Passenger Embarkation Totals - January to September, 1991 (AIR 91-059)
- c) Third Quarter Report - Landing Fees (AIR 91-058)
- d) Airport Accounts Receivable Over 90 Days as at October 9, 1991
- e) Announcement by Pem Air Limited introducing new scheduled run from Hamilton Airport to Ottawa International Airport
- f) Correspondence from Laurentian Air Services Limited dated October 2, 1991 to Councillor H. Merling, Chairman of the Special Airport Committee, Regional Chairman R. J. Whynott and Mayor R. Morrow respecting Air Laurentian Service to Ottawa and Montreal
- g) Information Release from Transport Canada dated August 23, 1991 respecting the Approval of a New Hamilton - Washington D.C. Air Service
- h) Information Release from the Federal Environmental Assessment Review Office dated August 27, 1991 respecting the "Review of the Environmental Impact Statement"

CARRIED.

3. DISCUSSION AGENDA**3.1 Discussion of Consent Items**

N/A

NEW BUSINESS #1

The Committee Chairman acknowledged receipt of a thank you card from the McDougall family for the floral tribute in their recent loss.

On motion (Bell/Lombardo) the Committee moved In Camera.
The Committee moved Out of Camera.

CARRIED.

4. INTACT (LS 91-078)

(Bell/Etherington)

That the Commissioner of Legal Services be authorized and directed to take all
necessary steps to finalize the litigation with INTACT.

CARRIED.

On motion (Murray/Lombardo) the Committee adjourned at 10:05 a.m.

CARRIED.

Chairman

Secretary

2.7(6)

REGION OF HAMILTON-WENTWORTH
- INFORMATION -

DATE: 1991 November 28
050-009.6

REPORT TO: Chairman and Members
Hamilton-Wentworth Region
Airport Management Board

FROM: Mr. J. D. Thoms
Commissioner of Planning and Development
A/Airport Manager

SUBJECT: Hamilton Airport Aerodrome Security Program Manual
AIR 91-005



J.D. Thoms, Commissioner
of Planning & Development

L. Franco, Director of Administration

BACKGROUND:

In order to comply with Section 11 (1) of the Aerodrome Security Regulations which is a Sub-section of the Aeronautics Act, R.S.C. 1970, Chapter A3 of the Federal Government every aerodrome (airport) operator must maintain in writing a current security program.

The Hamilton Airport Aerodrome Security Program Manual has been handed out on November 27, 1991 to all airport tenants and operators that have access to and/or need access to the Airport Terminal Building and/or airside which are restricted areas. Security plans an important role in its contribution to the safety of personnel. The restriction of access to certain areas ensures that persons who are unaware of possible dangers cannot wander unescorted to either harm themselves or cause accidents for others. Therefore, recognizing the impact which safety and security have on all aspects of the airport, the purpose of this security manual is to outline security measures which have been implemented at Hamilton Airport and to clarify the roles of various agencies in its security. This manual was developed in April, 1991 and approved by Transport Canada in late September, 1991.

Due to the bulk of the above-mentioned manual, a copy of this manual will be in the Office of the Regional Clerk for your perusal or if any member of the Board wishes to have a copy of this manual at their disposal, the Airport Administration office will make it available.

2.7(c)

REGION OF HAMILTON-WENTWORTH

- INFORMATION -

DATE: 1991 November 19

REPORT TO: Chairman and Members
Hamilton-Wentworth Region Airport Management Board

FROM: Gerry W. Lawson
Treasurer and Commissioner of Finance

SUBJECT: AIRPORT ACCOUNTS RECEIVABLE OVER 90 DAYS
AS AT NOVEMBER 19, 1991



G.W. Lawson

BACKGROUND:

Monthly, this report is submitted to the Committee for their information. The attached appendix is a listing of the larger accounts receivable which are at least 90 days overdue as of November 19, 1991.

The total accounts receivable for the Airport is \$211,788.02 of which \$87,488.82 has been outstanding for more than 90 days. The accounts over \$100 are listed on Appendix "A" with comments as to the status of the account and action taken by the Region. One new account has been added since the previous report of October 9, 1991. Two of the accounts of that report have now been settled. In addition to the accounts on Appendix "A", there are 33 accounts under \$100 outstanding over 90 days. These total \$1,198.75.

APPENDIX "A"

REGIONAL MUNICIPALITY OF HAMILTON-WENTWORTH
DEPARTMENT OF FINANCE

Accounts Receivable Over 90 Days

Account: AIRPORT

Customer Number	Customer Name	Balance on Oct. 9/91 Over 90 Days	Current Balance Over 90 Days	Comments
202	CND WARPLANE HERITAGE	\$ 746.03	\$ 152.37	One month's rent owing. Now paid, except Finance Charges. Collection being pursued.
217	MOUNT HOPE CARTAGE (IN RECEIVERSHIP)	\$ 590.54	\$ 596.69	Property taxes outstanding. Account re-directed to the Receiver for payment. Increased amount is Finance Charge on Nov 1.
239	AIR CHARTER SYSTEMS	\$ 834.72	\$ 842.53	Landing fees account given for collection to Credit Bureau's Letter Service. Increased amount is finance charge on Nov 1. Action in small claims court is recommended.
280	UNITED PARCEL SERVICE	\$ 2,971.82	\$ 283.98	Payment of \$ 2,687.84 received. Balance is being looked into.
325	HAMILTON AIR SERVICES	\$56,907.44	\$57,367.59	Charges are for Rental / Landing fees. In litigation at present. This tenant was terminated as of Nov. 30/89. The Solicitor's Dept. is handling the recovery of the arrears. Increased amount reflects finance charges added on Nov 1 1991. Report from Legal dept. is being studied by Airport and Transport Canada. Transport Canada has indicated to Airport to hold all action for time being.

Customer Number	Customer Name	Balance on Oct 9/91 Over 90 Days	Current Balance Over 90 Days	Comments
332	WORLDWAYS CANADA	\$14,576.12	\$14,708.65	Charges outstanding are for landing fees. Company ceased operation temporarily as of Oct. 11/90. No Cash Flow to pay bills at present. Increased amount is finance charges on Nov 1, 1991. Memo dated Sept. 6 to Legal to commence collection proceedings. Worldways is now Bankrupt-Notice received from the Trustees for the Creditors meeting on Nov 27, 1991.
339	WORLD WIDE AIR CHARTER	\$ 1,276.72	\$ 1,288.61	One Landing fee invoice outstanding. Account given to Credit Bureau's letter service. Increased amount is finance charge of Nov 1, 1991. Action thru court is now recommended.
369/638	CND PARTNER (ONT EXPRESS)	\$ 131.90	\$ 1,858.62	Finance charges and Sept. rent owing. As of Oct 1, CND Partner has moved out of the Airport. Final statement of account sent to them for settlement and payment is expected by Nov 29, 1991.
372	JETALL	\$ 309.52	\$ 378.16	Landing fees account. Collection being pursued thru credit Bureau's letter service.
401	METRO JET INC.	\$ 242.77	\$ 247.77	Landing fees account. Invoices re-directed to correct destination. Collection being pursued.

Customer Number	Customer Name	Balance on Oct 9/91 Over 90 Days	Current Balance Over 90 Days	Comments
416	AIR NIAGARA EXPRESS	\$ 819.67	\$ 827.45	Landing fees account. Letter from Consultant advises that due to restructuring of company, payment delayed. Hopes to develop payment program in 45 days effective Sept 1. Increased amount is finance charge of Nov 1. Report from the Trustees indicates that restructuring has not come thru and the company is being forced into Receivership. Awaiting report to file Proof of Claim with the Trustees.
515	FEDERATED DEPT. STORES	\$ 204.18	\$ 204.18	In Receivership. Proof of claim filed in U.S.A. on June 5/90. Charges in respect of N.S.F. cheque for Landing fees.
669	MCWATERS & ASSOC. FILM COMPANY	\$ 2,697.04	\$ 2,697.04	In Receivership. Proof of claim filed in U.S.A. on April 24/90. Charges were for 2 day filming at the Airport.
740	CROWN AIR	\$ 1,284.40	\$ 1,284.40	Gone bankrupt. Proof of claim filed on March 29/90. Charges related to Landing fees at the Airport. No assets for distribution. Recommended for write off.
787	LIGNE AERIENNES AIR	\$ 0	\$ 310.37	Invoices for Landing fees re-directed to correct address.
794	MIDWAY AIRWAYS	\$ 603.87	\$ 610.16	Landing fee account. Company gone bankrupt in June 1991. Proof of claim filed with Trustees in U.S.A. on Oct. 4/91 for invoices prior to March 26, 1991. Increased amount is Finance charges of Nov. 1/91.

Customer Number	Customer Name	Balance on Oct 9/91 Over 90 Days	Current Balance Over 90 Days	Comments
807	CANAIR CARGO	\$ 3,085.30	\$ 1,447.74	Finace Charges owing plus an adjustment to certain Landing fees required.
844	NORTHERN PACIFIC	\$ 170.55	\$ 0	Payment received in full on Nov. 19/91.
850	BUFFALO AIRWAYS	\$ 944.09	\$ 952.92	Landing fees account given for collection to Credit Bureau's Letter Service. Increased amount is finance charge of Nov 1. Account is being recommended for write off.
928	ANSETT WORLD WIDE	\$ 230.81	\$ 230.81	Landing fee account. Collection being pursued.
	SUB TOTAL	\$88,627.49	\$86,290.04	
	ACCOUNTS UNDER \$100	<u>\$ 978.48</u>	<u>\$ 1,198.75</u>	
		<u>\$89,605.97</u>	<u>\$87,488.79</u>	

Transport
CanadaTransports
Canada

2.7(d)

Information

No. 216/91

For release
Nov. 15, 1991

NEW HAMILTON - DETROIT AIR SERVICE APPROVED

OTTAWA -- The Honourable Shirley Martin, Minister of State for Transport, today announced Canada has given approval to a proposal by the U.S. carrier, Mesaba Aviation Inc., to provide a daily, non-stop service between Hamilton's Mount Hope Airport and Detroit Metropolitan Airport, Detroit, Michigan.

Mesaba Aviation Inc., which does business as Mesaba Airlines and Mesaba Northwest Airlink, intends to offer three flights a day in each direction with 19-seat Metro III and 50-seat Fokker F-27 aircraft.

The carrier will be able to start service once it has obtained the required licence from the National Transportation Agency.

Mrs. Martin welcomed the U.S. carrier's proposal to provide non-stop service between Hamilton and Detroit: "The entire Hamilton area will benefit from the introduction of a new transborder service to a city such as Detroit," she said. "The announcement of this non-stop route, in addition to several other recently-announced air services underscores the federal government's efforts to promote Mount Hope Airport as an attractive facility for new air services in southern Ontario."

Contact: Bernie Labrosse
Domestic Air Policy, Ottawa
(613) 991-6443



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